



March 3, 2020

Board of Public Works and Safety
City of Lafayette
20 N. 6th Street
Lafayette, IN 47901

Re: 2020 Chemical Awards for Lafayette Renew, WPCD, WWPL, Parks Department, and City of West Lafayette

RECOMMENDATION OF AWARD

Recommendation is being made to accept certain bids stemming from the bid opening held on Tuesday, February 25, 2020 as offered by the following suppliers for the particular chemicals and their respective pricing:

AWARDS TO:

| <u>Supplier</u> | <u>Chemical</u> | <u>Price per U/M</u> |
|------------------------|-----------------------------------|----------------------|
| Brenntag Mid-South | Sodium Hypochlorite | \$0.7157/gal. |
| PVS Chemical Solutions | Sodium Bisulfite | \$1.38/gal. |
| PVS Nolwood | Hydrochloric Acid | \$98.00/drum |
| PVS Technologies | Ferric Chloride | \$1.29/gal. |
| Brenntag Mid-South | Sodium Aluminate | \$2.64/gal. |
| No Bids Received | Acid Magic Buffered Muriatic Acid | No award |

The bid tabulations are attached. The low bid for Sodium Hypochlorite from Alexander Chemical was determined as Non-Responsive due to the submission of two bids based on the tanker size. Those two bids straddled another bid (Brenntag Mid-South) which eliminated the opportunity to make a fair comparison and award to Alexander Chemical. The bid form provides for one price to be bid per chemical.

The low bid for Sodium Bisulfite from Rowell Chemical was withdrawn by Rowell Chemical on Monday, March 2, 2020 because they do not manufacture the chemical and they lost their source for this chemical. The next low bid was from Brenntag Mid-South and that bid was determined to be Non-Responsive due to the submission of two bids based on the tanker size. Those two bids straddled another bid (PVS Chemical Solutions) which eliminated the opportunity to make a fair comparison and award to Brenntag Mid-South. The bid form provides for one price to be bid per chemical.

2020 Chemical Bid Tabulations
Sodium Hypochlorite, Sodium Bisulfite, Hydrochloric Acid, Ferric Chloride, Sodium Aluminate

| Vendor: Response: | Brenntag Mid-South On Time | JCI Jones Chemical On Time | Alexander Chemical On Time | Rowell On Time | Southern Ionics On Time | PVS Chemical Solutions On Time | PVS Nolwood On Time | PVS Technologies On Time |
|--|-------------------------------|----------------------------------|----------------------------------|--------------------------|-------------------------------|--------------------------------------|---------------------------|--------------------------------|
| Sodium Hypochlorite (per gallon) | 3500 min \$0.7157 | \$0.730 | Full Tanker 0.6778 | Partial Tanker \$0.72 | No bid | No bid | No bid | No bid |
| Sodium Bisulfite (per gallon) | 2500 min \$1.40 | 4000 \$1.278 | \$1.67 | Non-Responsive | \$1.55 | \$1.38 | \$98.00 | \$1.29 |
| Hydrochloric Acid (per Drum) | \$118.00 | No bid | \$153.97 | No bid | No bid | No bid | No bid | No bid |
| Ferric Chloride (per gallon) | 4000 min \$1.340 | No bid | No bid | No bid | No bid | No bid | No bid | No bid |
| Sodium Aluminate (per gallon) | 3700 min \$2.640 | No bid | No bid | No bid | No bid | No bid | No bid | No bid |
| Acid Magre Buttered Muriatic 15 gallon drum 55 gallon drum | No bid | No bid | No bid | No bid | No bid | No bid | No bid | No bid |
| Lead Time: (Days ARO) | 2-3 3 days for Ferric | 1-3 | 2-3 | 2 | 3 | 3-4 | 2 | 3-5 |
| Evidence of Insurance | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Bid Bond | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Illegal Alien Affidavit | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

NOTES:

2019 Awards

| Sodium Hypochlorite \$0.75 per gallon | Sodium Bisulfite \$1.239/1.397 per Gallon | Hydrochloric Acid \$118.00 per Drum | Ferric Chloride \$1.167 per Gallon | Sodium Aluminate \$2.56 per Gallon |
|--|--|--|---------------------------------------|---------------------------------------|
|--|--|--|---------------------------------------|---------------------------------------|

| | | | | |
|----------------------|---|--------------------------------------|------------------------------------|---|
| Vendor: Response: | Sterling Water Technologies On Time No bid | Kemira On Time No bid | Penco On Time No bid | Wilson Industrial Non-Responsive Non-Responsive |
| Vendor: Response: | Univar Non-Responsive | Chemetrics Non-Responsive | Hydrite Chemical Non-Responsive | Webb Chemical Non-Responsive |
| Vendor: Response: | Sal Chemical Non-Responsive | KA Steel Chemicals Non-Responsive | General Chemical Non-Responsive | |

From: [Mindy Miller](#)
To: ["Dawn Drass"](#)
Subject: RE: 2020 Chemical bid
Date: Monday, March 2, 2020 1:14:21 PM
Attachments: [image001.jpg](#)
[image002.jpg](#)

Dawn,

I forwarded your update to our Purchasing Manager, Dave Payne. I am not sure what he will have you do to formally withdraw.

Thanks,

Mindy Miller

1st Deputy Clerk

City of Lafayette

20 N. 6th Street

Lafayette, IN 47901

765-807-1022

www.lafayette.in.gov

From: Dawn Drass

Sent: Monday, March 2, 2020 1:02 PM

To: Mindy Miller

Cc: 'Steve Moews' ; 'Tom Harris'

Subject: RE: 2020 Chemical bid

Mindy,

Rowell Chemical must withdraw our Sodium Bisulfite bid as we do not manufacture this product and lost our source for this material.

We are sorry for any inconvenience this may cause.

Please acknowledge receipt of our withdrawal.

Thanks,

Dawn

From: Mindy Miller [<mailto:mmiller@lafayette.in.gov>]

Sent: Monday, March 02, 2020 11:53 AM

To: 'Dawn Drass' <ddrass@rowellchemical.com>

Subject: RE: 2020 Chemical bid

Dawn,

Here is the results from each bidder for the 2020 Chemical Bid that was opened on 2/25/2020.

Please note that this project is currently under advisement.

Pencco, Inc

San Felipe, Texas

Letter-No Bid

Kemira Water Solutions

Lawrence, Kansas

Letter-No Bid

Southern Ionics

West Point, Mississippi

Sodium Bisulfite: \$1.55 per gallon

PVS Technologies, Inc

Detroit, Michigan

Ferric Chloride: \$1.29 per gallon
JCI Jones Chemicals, Inc
Sarasota, Florida
Sodium Hypochlorite \$.73 per gallon
PVS Nolwood Chemicals, Inc
Detroit, Michigan
Hydrochloric Acid: \$98.00 per drum
PVS Chemical Solutions, Inc
Detroit, Michigan
Sodium Bisulfite: \$1.38 per gallon
Brenntag Mid-South
Indianapolis, Indiana
Sodium Hypochlorite: \$.7157 per gallon
Sodium Bisulfite: \$1.3970 per gallon
Hydrochloric Acid: \$118.00 per drum
Ferric Chloride: \$1.34 per gallon
Sodium Aluminate: \$2.64 per gallon
Rowell Chemical Corp.
Hinsdale, Illinois
Sodium Hypochlorite: \$.74 per gallon
Sodium Bisulfite: \$.891 per gallon
Sterling Water Technologies
Columbia, Tennessee
Letter-No Bid
Alexander Chemical
Peru, Illinois
Sodium Hypochlorite (Full TT): \$.6778 per gallon
Sodium Hypochlorite (Partial TT): \$.7217 per gallon
Hydrochloric Acid: \$153.97 per drum
Sodium Bisulfite: \$1.6715 per gallon

Thanks,
Mindy Miller
1st Deputy Clerk
City of Lafayette
20 N. 6th Street
Lafayette, IN 47901
765-807-1022
www.lafayette.in.gov

From: Dawn Drass <ddrass@rowellchemical.com>

Sent: Monday, March 2, 2020 11:10 AM

To: Mindy Miller <mmiller@lafayette.in.gov>

Subject: RE: 2020 Chemical bid

Please send me the bid results for chemical bid that opened on 2/25

Thanks

From: Mindy Miller [<mailto:mmiller@lafayette.in.gov>]

Sent: Friday, February 07, 2020 7:32 AM

To: 'Dawn Drass' <ddrass@rowellchemical.com>

Subject: RE: 2020 Chemical bid

Attached is the requested document. Thank you for your interest.

Could you please send me your phone number for the file please?

Thanks,
Mindy Miller
1st Deputy Clerk
City of Lafayette
20 N. 6th Street
Lafayette, IN 47901
765-807-1022
www.lafayette.in.gov

From: Dawn Drass <ddrass@rowellchemical.com>

Sent: Friday, February 7, 2020 8:08 AM

To: Clerks Office <Clerks@lafayette.in.gov>

Subject: FW: 2020 Chemical bid

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Please email the bid documents to me at ddrass@rowellchemical.com

Thanks

Dawn Drass

Rowell Chemical

From: Dave Payne [<mailto:dpayne@lafayette.in.gov>]

Sent: Thursday, January 30, 2020 9:11 AM

To: ddrass@rowellchemical.com

Subject: 2020 Chemical bid

Dawn,

I have attached the Notice to Bidders for our annual Chemical Bid for 2020. The bid packet will be available on February 7th and the deadline for submission is 9am, Tuesday, February 25th. I hope to see your bid.

Thank you,

Dave Payne

David Payne

Purchasing Manager

phone 765.807.1151 | mobile 765.479.4437

address 20 N. 6th St., Lafayette IN 47901

